

## Message Text

UNCLASSIFIED

PAGE 01 VIENNA 07178 081104Z  
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W  
-----030373 081254Z /53

R 080950Z AUG 77  
FM AMEMBASSY VIENNA  
TO AMCONSUL STUTTGART  
INFO USDOC WASHDC  
SECSSTATE WASHDC 2836  
AMEMBASSY BERN  
AMEMBASSY BONN

UNCLAS VIENNA 7178

E.O. 11652: N/A  
TAGS BEXP, AU, GW, SW  
SUBJECT: FOREIGN BUTYER PROGRAM-INTELCOM '77 ATLANTA

REF: STUTTGART 1282

1. THUS FAR, AS RESULT OF 500 MAILINGS IN AUSTRIA, WE HAVE RECEIVED 3 POSTITIVE REPLIES FROM LOCAL BUSINESSMEN WHO INTEND TO VISIT INTELCOM '77, AND ONE EXPRESSION OF INTEREST. UPON RECEIPT OF REFTEL, WE APPROACHED AMERICAN EXPRESS (AMEX) VIENNA TO FIND OUT IF THESE 3 BUSINESSMEN HAD ALREADY MADE RESERVATIONS. REPLY WAS NEGATIVE.

2. WE ALSO LEARNED FROM AMEX THAT IT HAS BEEN ACTIVELY PROMOTING THE INTELCOM PALCKAGE TOUR (LONDON-ATLANTA-LONDON) AND HAS IN FACT ALREADY SIGNED ON A FEW VISITORS. THIS CAUSES US SOME GRIEF, SINCE AMEX HERE HAS AGREED TO WORK WITH HAPAG-LLOYD IN PROMTING OUR FBP TOUR. AMEX PACKAGE, ALL FACTORS CONSIDERED, IS NEARLY \$500 CHEAPER THAN COST OF FBP VERSION. WE ARE THEREFORE NOT COMPETITIVE IN PRICE IN AUSTRIA. POST WILL CONTINUE TO SUPPORT SUTTGART'S RED CARPET PROMOTION, BUT TO REMAIN HONEST WE WILL HAVE TO ALSO INFORM  
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 VIENNA 07178 081104Z

AUSTRIANS OF ALTERNATE (AND CHEAPER) TRAVEL ARRANGEMENTS OFFERED BY AMEX.

3. WE HOPE COMMERCE WILL IN FUTURE NOTIFY POSTS WELL IN ADVANCE IN CASES WHERE U.S. SHOW PRODUCER HAS

ARRANGED OWN TRAVEL PACKAGE. BORG

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 08-Aug-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01-Jan-1960 12:00:00 am  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977VIENNA07178  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770284-0726  
**Format:** TEL  
**From:** VIENNA  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1977/newtext/t19770884/aaaacsyd.tel  
**Line Count:** 63  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** e507dd5f-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION EUR  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 77 STUTTGART 1282  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 22-Oct-2004 12:00:00 am  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 1669790  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** FOREIGN BUTYER PROGRAM-INTELCOM \77 ATLANTA  
**TAGS:** BEXP, AU, GE, SW  
**To:** STUTTGART COM  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/e507dd5f-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009